

Message Text

UNCLASSIFIED

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43

ACTION EB-11

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 8188

INFO USDOC WASHDC

AMEMBASSY THE HAGUE

AMCONSUL AMSTERDAM

UNCLAS MOSCOW 4475

E. O. 11652: N/ A

TAGS: EIND, US, UR

SUBJECT: SOVIET PURCHASES OF ASKO SHEAR KNIVES

1. LOCAL PULLMAN CO. REPRESENTATIVE COSTELLO HAS INFORMED EMBASSY HE SIGNED CONTRACT APRIL 19 WITH V/ O METALLURGIMPORT FOR SOVIET PURCHASE OF \$150,000 OF METAL SHEAR KNIVES FROM AMERICAN SHEAR KNIFE COMPANY (ASKO) DUTCH SUBSIDIARY, ASKO N. V. COSTELLO ESTIMATED TWENTY PERCENT U. S. SOURCING.

2. KNIVES WILL BE FOR AZOVSTAL' PLATE MILL. SINCE USABLE LIFE IS 6-8 MONTHS FOR SOME OF THE KNIVES, ABOUT A YEAR FOR OTHERS, COSTELLO HOPES FOR YEARLY REPLACEMENT ORDERS OF SAME ORDER OF MAGNITUDE AS INITIAL CONTRACT. ALSO HOPES SOVIET EXPERIENCE WITH ASKO KNIVES AT AZOVSTAL' WILL LEAD TO ORDERS FOR OTHER PLANTS. (FYI: ACCORDING COSTELLO, ASKO SUPPLIES ABOUT 80 PERCENT OF SHEAR KNIVES USED BY U. S. STEEL INDUSTRY AND PERHAPS 60-70 PERCENT OF THOSE USED BY EUROPEAN STEEL INDUSTRY. END FYI.)
DUBS

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*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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Disposition Approved on Date:
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Disposition Event:
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30 JUN 2005

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